

Lenders Step Up Sales

JOB GROWTH ¹	Area New Jobs		1 Mo	6 Mo	12 Mo
	Estimate		End 3/10	End 3/10	End 3/10
	Dallas/Plano/Irving		4,200	(14,900)	(28,100)
	Fort Worth/Arlington		2,700	(2,200)	(14,400)
			6,900	(17,100)	(42,500)
INTEREST RATES ²	Rates		4/21/2010	Yr. Ago	
	10 Year Treasury			3.77%	2.94%
	11th District COFI			1.61%	2.00%
	1 Mo. LIBOR			0.26%	0.44%
	Spreads over the above indexes have been increasing as rates have decreased. Best all in rates for the best properties are just below 6%.				
SUPPLY/ DEMAND ³	Units Added/ Absorbed		6 Mo	12 Mo	24 Mo
			End 4/10	End 4/10	End 4/10
	Dallas County				
	Added		1,926	5,056	12,171
	Absorbed		4,421	2,532	2,840
	Tarrant County				
	Added		426	3,304	6,063
	Absorbed		3,016	4,883	4,124
OCCUPANCY RATES ³	Dallas County		4/10	6 Mo Ago	12 Mo Ago
	2000's		86%	82%	85%
	1990's		93%	92%	92%
	1980's		88%	88%	89%
	1970's or Older		87%	87%	88%
	Tarrant County				
	2000's		88%	85%	83%
	1990's		93%	93%	92%
	1980's		90%	89%	89%
	1970's or Older		83%	82%	84%
RENTAL RATES ³	Dallas County		4/10	6 Mo Ago	12 Mo Ago
	2000's		\$1,193	\$1,200	\$1,172
	1990's		\$1,007	\$1,029	\$1,045
	1980's		\$657	\$662	\$671
	1970's or Older		\$656	\$668	\$675
	Tarrant County				
	2000's		\$947	\$952	\$959
	1990's		\$878	\$882	\$900
	1980's		\$621	\$634	\$638
	1970's or Older		\$592	\$603	\$608
HISTORICAL JOB GROWTH	Average year change of the combined DFW MSA's		1 Texas Workforce Commission		
	2005	68,300	2 Banxquote.com		
	2006	91,600	3 ALNsys.com - Rental rates are before any concessions.		
	2007	82,200	Approx. 25% of 70's or older are all bills paid.		
	2008	2,500			
	2009	(94,900)			

Information obtained from sources deemed reliable, but not guaranteed.

The apartment sales landscape is changing dramatically in 2010, as institutions and public companies step away from new offerings after accounting for some 42 percent of dispositions last year. Indeed, AIMCO and Equity Residential were Nos. 1 and 2 on last year's Top Apartment Sellers list. Institutions such as CalPERS were also on the list and accounted for a healthy 19 percent of sales in 2009, but have since cut disposition activity by more than half.

Although REITs have been behind one-fifth of apartment sales volume so far this year, they have withdrawn new offerings from the market almost entirely. However, private investors, after reducing their disposition activity to its lowest level in several years in 2009, have stepped up the pace of new offerings this year close to pre-crisis levels.

At the same time, lenders selling assets out of REO or otherwise have become a key force in the apartment market, more than doubling their disposition share from 15 percent in 2009 to 33 percent this year. Lenders were completely absent from the apartment market prior to 2008.

Source: Real Capital Analytics

The Cantrell Company specializes in the brokerage of multi-family properties. Please contact the apartment specialists below for exclusive representation for the sale of your apartment property or for your next purchase.

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